

Local Market Update for April 2025

A Research Tool Provided by Longleaf Pine REALTORS®



28312

Fayetteville

Single Family - Existing

	April			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 4-2024	Thru 4-2025	Percent Change
New Listings	23	37	+ 60.9%	78	89	+ 14.1%
Pending Sales	25	17	- 32.0%	69	58	- 15.9%
Closed Sales	20	14	- 30.0%	53	44	- 17.0%
Days on Market Until Sale	59	55	- 6.8%	50	48	- 4.0%
Median Sales Price*	\$328,975	\$314,950	- 4.3%	\$297,000	\$314,950	+ 6.0%
Average Sales Price*	\$348,090	\$316,971	- 8.9%	\$283,702	\$309,934	+ 9.2%
Percent of List Price Received*	99.3%	97.6%	- 1.7%	95.9%	97.8%	+ 2.0%

Single Family - New Construction

	April			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 4-2024	Thru 4-2025	Percent Change
New Listings	11	18	+ 63.6%	35	93	+ 165.7%
Pending Sales	8	8	0.0%	17	50	+ 194.1%
Closed Sales	2	18	+ 800.0%	9	45	+ 400.0%
Days on Market Until Sale	8	97	+ 1,112.5%	42	81	+ 92.9%
Median Sales Price*	\$327,385	\$382,900	+ 17.0%	\$330,000	\$370,800	+ 12.4%
Average Sales Price*	\$327,385	\$385,016	+ 17.6%	\$366,082	\$381,594	+ 4.2%
Percent of List Price Received*	100.0%	99.5%	- 0.5%	100.1%	99.8%	- 0.3%

Townhouse/Condo

	April			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 4-2024	Thru 4-2025	Percent Change
New Listings	0	0	--	0	2	--
Pending Sales	0	1	--	0	4	--
Closed Sales	0	2	--	1	3	+ 200.0%
Days on Market Until Sale	--	59	--	163	53	- 67.5%
Median Sales Price*	--	\$284,200	--	\$247,000	\$283,500	+ 14.8%
Average Sales Price*	--	\$284,200	--	\$247,000	\$281,133	+ 13.8%
Percent of List Price Received*	--	99.8%	--	99.2%	98.7%	- 0.5%

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price by Property Type

Rolling 12-Month Calculation

